

**Tuscaloosa AL General Dentistry**  
**ENTREPRENEUR DATA FOR PRACTICE 9426**

The following summary illustrates a projected year's income and expenses for the subject practice which incorporates an increase in fees and overhead expense but no increase in production. This summary is not a representation or warranty of future practice performance. Purchasers should obtain qualified legal and accounting counsel prior to any purchase decisions. **NOTE: Practice price does not include accounts receivable.**

PRACTICE INCOME						
EXPECTED GROSS COLLECTIONS				\$1,206,624	100.0%	
	HYGIENE COMPONENT			\$361,987	30.0%	
	DENTIST COMPONENT			\$844,637	70.0%	
		RETAINED SELLER				
		ASSOCIATE		\$838,604	69.5%	
		PURCHASER		\$6,033	0.5%	
VARIABLE EXPENSES						
	WAGES, PAYROLL TAX, ETC.			\$305,699	25.3%	
	LABORATORY			\$46,793	3.9%	
	CLINICAL SUPPLIES			\$52,567	4.4%	
	OTHER VARIABLE EXPENSE			\$311,433	25.8%	
				<b>TOTAL VARIABLE EXPENSE</b>	<b>\$716,493</b>	<b>59.4%</b>
FIXED EXPENSES						
	RENT			\$174,000	14.4%	
	PHONE, UTILITIES					
	LEGAL & ACCOUNTING			\$6,695	0.6%	
	INSURANCE			\$16,166	1.3%	
	OTHER FIXED EXPENSE			\$6,974	0.6%	
				<b>TOTAL FIXED EXPENSE</b>	<b>\$203,835</b>	<b>16.9%</b>
PRACTICE DEBT SERVICE						
	INTEREST			\$17,689	1.5%	
	PRINCIPAL			\$55,288	4.6%	
				<b>TOTAL DEBT SERVICE</b>	<b>\$72,977</b>	<b>6.0%</b>
SUMMARY						
EXPECTED COLLECTIONS				\$1,206,624	100.0%	
EXPECTED EXPENSES				\$920,328	76.3%	
PRACTICE DEBT SERVICE				\$72,977	6.0%	
<b>EXPCTD NET INCOME AFTER EXPENSES AND DEBT &amp; PERCENT OF PERSONAL PROD.</b>				<b>\$213,319</b>	<b>3536%</b>	
PURCHASER PRODUCED PRODUCTION				\$6,033	0.5%	
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				\$55,288	916.4%	
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				\$21,658	359.0%	
<b>TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY &amp; % PERSONAL PROD.</b>				<b>\$290,264</b>	<b>4811%</b>	
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:						
PRACTICE SALES PRICE & PERCENT OF GROSS				\$569,000	49%	
WORKING CAPITAL				\$59,000		
TOTAL PRACTICE LOAN				\$628,000		
PRACTICE LOAN INTEREST RATE				3.06%		
PRACTICE LOAN TERM IN MONTHS				120		
PRACTICE MONTHLY PAYMENT				\$6,081	6%	
PURCHASER CASH FLOW CONSIDERATIONS						
MONTHLY PRACTICE PAYMENTS				\$6,081	6%	
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT				\$51,657	51%	
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION				\$2,112		
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY				\$305,842	49%	
TOTAL PURCHASER SALARY AND PRACTICE PROFIT				\$307,954		
				<b>LESS PRACTICE DEBT SERVICE</b>	<b>(\$72,977)</b>	
<b>PURCHASER SALARY, PROFIT AND TAX SAVINGS AFTER DEBT SERVICE</b>				<b>\$234,977</b>		

Tuscaloosa AL	
ENTREPRENEUR DATA FOR PRACTICE NUMBER 9426	
The following data is provided by the owner of the practice. It is believed to the best of the owner's knowledge to be a true and accurate representation of the facts of the practice. It is the responsibility of any purchaser to verify all information contained herein and to seek qualified counsel in the interpretation and verification thereof.	
OFFICE DATA	
SQUARE FOOTAGE OF OFFICE	5,196
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	\$14,500
PRICE PER SQUARE FOOT	\$33.49
IS OFFICE HANDICAPPED ACCESSIBLE?	
NUMBER OF PARKING SPACES	
PROXIMITY OF PARKING PLACES	
# EQUIPPED OPS	14
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	7
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	7
NUMBER OF UNPLUMBED AND EMPTY OPERATORIES	
DO YOU OWN YOUR BUILDING? YES OR NO	NO
DO YOU WISH TO SELL THE BUILDING? YES OR NO	NO
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	2,950
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	60
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	
HOW FAR AHEAD IS DENTIST SCHEDULED?	2 weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	6 months
WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	30%
OPERATIVE	20%
PEDODONTICS	
ORTHODONTICS	2%
IMPLANTS	2%
REMOVABLE PROSTHETICS	8%
FIXED PROSTHETICS	2%
ENDODONTICS	2%
PERIODONTICS	14%
ORAL SURGERY	15%
COSMETIC	
TMJ TREATMENT	
SOFT TISSUE MANAGEMENT	
OTHER	5%
FEE SCHEDULE	
ADULT PROPHY 01110	\$76
TWO SURFACE ANTERIOR COMPOSITE 02331	\$164
CORE BUILD-UP 02950	\$231
CROWN - GOLD/PORCELAIN 02750	\$880
ANTERIOR CANAL ROOT CANAL 03310	\$697
PANORAMIC X-RAY 00330	\$97
TWO SURFACE POSTERIOR COMPOSITE 02392	\$199
CROWN - PORCELAIN CERAMIC 02740	\$920
LABIAL PORCELAIN VENEER 02962	\$1,170
BICUSPID ROOT CANAL 03320	\$776

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST	2005	Yes		\$29,329		
OFFICE MANAGER	1989	Yes		\$50,738		
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT /FRONT DESK						
ASSISTANT	2017	Yes		\$28,768		
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST	1989	Yes		\$61,425		
HYGIENIST	2015	Yes		\$61,425		
HYGIENIST						